

## Message Text

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PAGE 01 KUWAIT 03156 081445Z  
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 CIAE-00 INR-07  
NSAE-00 /037 W

-----081958Z 115727 /64

R 081347Z JUN 77  
FM AMEMBASSY KUWAIT  
TO SECSTATE WASHDC 8221  
INFO AMEMBASSY ABU DHABI  
AMEMBASSY ATHENS  
USINT BAGHDAD  
AMEMBASSY CAIRO  
AMCONSUL DHAHRAN  
AMEMBASSY DOHA  
AMEMBASSY JIDDA  
AMEMBASSY LONDON  
AMEMBASSY MANAMA  
AMEMBASSY MUSCAT  
AMEMBASSY TEHRAN

LIMITED OFFICIAL USE KUWAIT 3156

E.O. 11652: N/A  
TAGS: BEXP  
SUBJECT: FORD MOTOR COMPANY IN KUWAIT

REF: DOHA 622

1 . FORD MOTOR COMPANY REPRESENTATIVES HAVE BEEN THROUGH KUWAIT ON THREE SEPARATE OCCASIONS IN THE LAST SIX MONTHS, THE TIMING OF THEIR LAST VISIT BEING THE 25TH OF MAY.

2. ALTHOUGH THE FORMER FORD DEALER, KUWAIT AUTOMOBILE IMPORTS CO., IS EXTREMELY INTERESTED IN REGAINING THE AGENCY IN KUWAIT, PERRYMAN HAS BEEN RATHER CHARY ABOUT  
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ACKNOWLEDGING ANY INTENTION TO GRANT THEM THE AGENCY FOR ONE OR ALL THREE FORD MOTOR LINES. IDEALLY, IT WOULD LIKE TO SPLIT THE DEALERSHIP INTO THREE DIFFERENT AND COMPETING AGENCIES, PASSENGER CARS, LINCOLN-MERCURY, AND COMMERCIAL VEHICLES. IN PURSUIT OF THIS END, HE HAS TALKED WITH ALI AND FUAD AL-GHANIM (WTD 11/75), RE LINCOLN MERCURY OR THE FORD LINE, AND

APPROACHED MOHAMMED A. KHARAFI (WTD 11/75) REGARDING COMMERCIAL VEHICLES. HIS PRIMARY CONCERN THROUGHOUT THESE "EVALUATIVE" SESSIONS HAS BEEN TO AVOID ANTAGONIZING THE AL-SHAYA AND AL-SAGAR FAMILIES WHO OWN KUWAIT AUTOMOBILE IMPORTS CO. JOINTLY. HOWEVER, SIMILAR TO SITUATION IN DOHA, HIS PRESSURE POINT IS THEIR PRESENT HANDLING OF PUEGEOT AND MAZDA.

3. AS TO BASIC AGENCY COSTS FOR KUWAIT, PERRYMAN HAS BEEN SUING A MINIMUM FIGURE OF \$6 MILLION, WHICH INCLUDED BOTH WORKING CAPITAL AND FIXED COSTS.

4. COMMENT: FORD REPS ARE OBVIOUSLY DOING A LOT OF HOME-WORK AND PUTTING IN CONSIDERABLE EFFORT IN PREPARATION FOR THE DAY WHEN FORD CAN DO BUSINESS IN THIS AREA. HOWEVER, BEING OFF THE BOYCOTT LIST AS FAR AS EGYPT IS CONCERNED IS UNLIKELY TO HAVE MUCH OF AN EFFECT ON KUWAIT UNLESS THE CENTRAL BOYCOTT OFFICE FOLLOWS EGYPT'S LEAD.  
SUTHERLAND

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1977KUWAIT03156  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Reference:** 77 DOHA 622  
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**Subject:** FORD MOTOR COMPANY IN KUWAIT  
**TAGS:** BEXP  
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